



Retailers

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News Just For



Top Retailers Recognized at 2006 Kentucky Crafted: The Market, from left: Fran Redmon, Kentucky Craft Market Program Director; David McQuire, Kentucky Museum of Art and Craft; Vanessa Osborne and Sherry Masters, Grovewood Gallery; Martha McCoy, Barren River Lake State Resort Park; George Ward, Commerce Cabinet Secretary, and Lori Meadows, Kentucky Arts Council Executive Director.

Top Retailers Recognized at 2006 Kentucky Crafted: The Market

For the seventh year, the Kentucky Craft Marketing Program and the Kentucky Department of Agriculture have partnered with the Kentucky Retail Federation, a statewide organization that represents the retail community in Kentucky, in presenting annual top retailer awards. Four important categories of retailers provide outlets for Kentucky producers to sell their products not only around the state, but beyond Kentucky's borders as well. The Kentucky Crafted Retailer Awards went to an outstanding in-state retailer, a Kentucky state park gift shop manager, and an out-of-state retailer.

The Kentucky Proud award went to a top food products retailer.

Winners were honored during the annual awards dinner, sponsored in-part by the Kentucky Department of Agriculture, on Friday evening, March 3, as a highlight of the 2006 Market. For the first time Kentucky Proud foods were featured in an all Kentucky made menu for the reception and dinner. Introductions and remarks were made

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by Program Director of the Kentucky Craft Marketing Program, Fran Redmon, Executive Director of the Kentucky Arts Council, Lori Meadows, and Executive Director for the Office of Arts and Cultural Heritage, Lindy Casebier.

The Top Retailer awards were introduced in 1996 at Kentucky Crafted: The Market as a way to recognize and encourage this important relationship. These Top Retailers are nominated by Market exhibitors and selected on the basis of items purchased and their overall promotional support.

This year's Top Retailer award recipients are: Grovewood Gallery, Sherry Masters, (general manager and buyer) Asheville, North Carolina for Top Out-Of-State Retailer; Barren River Lake State Resort Park, Martha McCoy (gift shop manager) Lucas, Kentucky for Top Kentucky State Park Retailer; Kentucky Museum of Art and Craft, David McGuire (gift shop manager) Louisville, Kentucky for Top Kentucky Retailer; and Liquor Barn, Denise Brown (specialty foods buyer, manager) Lexington and Louisville, Kentucky for Kentucky Proud Food Retailer. As second year recipient in their respective category, Grovewood Gallery will now be retired from the competition and become a member of the Retailer Hall of Fame.

"I am most honored to receive this award for Barren River State Resort Park. It has been a long-standing goal of mine and the best accomplishment I could achieve for the gift shop since my work began here," said Martha McCoy, gift shop manager for Barren River Lake State Resort Park.

Coming in the next issue of News Just for Retailers, the complete list of the 2007 Newly Juried Participants of the Kentucky Craft Marketing Program.

Watch for it!

Kentucky Crafted: The Market 2006, A Great Success!

Kentucky Crafted: The Market 2006 has come and gone and by all indications was a great success. Combined attendance totaled 9,446 representing a 19% increase in public attendance and a 16% increase in trade attendance. The market also required the support of more than 100 volunteers.

Based on initial reports from exhibitors, overall wholesale and retail sales appear to be up from 2005 despite a reduction in trade day hours.

Wholesale trade attendance was higher than last year, with 388 shops attending, compared to 367 in 2005. Retailers from out-of-state represented 84 shops from as far away as California. Exhibitors reported overall better buying trends from both retail and wholesale buyers. "I placed orders with several artists and am eager to have their work in the gallery. It is always terrific to see things I haven't seen before and bring work to customers that they are unlikely to find elsewhere," said Pam Marshak, owner of Present Tense, San Clemente, California and a 2005 nominee for Niche Magazine's Top 100 Retailers of American Craft Award.

The Kentucky Craft Marketing Program (KCMP) has received an abundance of positive comments from exhibitors, buyers, and the public in regard to the overall production of the show.

For the 11th consecutive year, the KCMP sponsored retail shop owners and buyers from around the United States to attend the 2006 Market through its "Fly the Buyer" program. Six buyers received complimentary travel expenses and accommodations to attend the Market. They represented teaching institutions, state agencies, galleries, and niche gift shops with products ranging from two-dimensional art to fine craft.

The "Fly the Buyer" guests included: Gloria Brooke, Brooke Pottery, Lakeland, Florida; Pam Marshak, Present Tense, San Clemente, California; Douglas Brugger, A Show of Hands, Denver, Colorado; Wally Smith, Smith Galleries, Hilton Head Island, South Carolina; Becky Hopper, Director of Gift Shop Operations, Tennessee State Parks; and Melissa Figuerido, Worcester Center for Crafts, Worcester, Massachusetts.

The gallery section, back for the fourth year, featured 64 exhibitors of craft and and visual art that was one-of-a-kind and limited-production items, ideal for museums, collectors, and commissions. There were 42 exhibitors in this area in 2005.

The Kentucky Department of Agriculture's Kentucky Proud Program sponsored, in-part, the Market's annual awards dinner and reception and featured foods from numerous Kentucky Proud exhibitors, prepared by Masterpiece Creations Catering.

For the second year, the Osram Sylvania Designer Showcase was created by University of Kentucky interior design students. The students arranged products from Market exhibitors in room settings that illustrated how Kentucky's impressive cache of art, craft, and other products can be used in everyday settings that reflect today's decorating trends. Osram Sylvania, the Market's silver sponsor, designed the home lighting techniques that enhanced each mock room area.

TREND CORNER

In the ever-evolving world of trends, it's important to update and modernize your thinking and to look at color and styling influence through "modern-eyes."

Pantone's Future Trends for 2007 features palettes that are not generally thought of as modern now, but rather contemporized looks with newly invented color combinations. Here are a few of the projected palettes for 2007:

Light Touch - the deft use of softer colors that speak of quiet spaces in an increasingly noisy world.

Classic Chic - invokes both neo-classic and newly classic - the always in style, tasteful tones.

Lumens- luminous finishes with the sleek simplicity of uncluttered lines.

Melange- an assortment of warm fruit flavors to stimulate the visual appetite.

Aux Naturelle - cleaning up, paring down, a lack of pretension and excessive ornamentation will continue to have great appeal for many.

Grass roots - looks to indigenous crafts and materials that bring a regional flavor to products or environments.

A more detailed listing of these trend forecasts can be found at

www.pantone.com

MEET THE ARTIST: LARRY WATSON, of WATSON CLAY ART



Twenty something years ago, Larry Watson abandoned his career in the commercial printing field to follow the only thing that held his attention, his fascination, and "the only activity without limits", clay. He views clay as the ultimate medium of expression for him, choosing porcelain over other clays because of its purity and supple properties. Larry says the evolvement of a work in progress under his touch is "intoxicating, and constantly generating more ideas and concepts to explore in an endless and limitless progression of beauty and form".

Larry joined into the Kentucky Craft Marketing Program in 1990 and has been an exhibitor at every Market since then. He is also an active member of the KCMP's Platinum 10 and will be an exhibitor with Craft Marketing at the August New York International Gift Fair. He now has two part time apprentices that work for him two days each week in his Alexandria studio. They spend half of the week working on their own work and the other half on Larry's work. Larry says that this method allows them the benefit of seeing a working studio and allows him to teach in a much more exciting way than a traditional classroom setting might offer.

A recent partnership between the Cincinnati-Nancy Sister Cities Association and the Clay Alliance allows Larry to participate in an international exhibit June 17 through July 8 in Nancy, France. Ten clay artists from the Cincinnati/Northern Kentucky area will exhibit their work and most will be traveling to Nancy for the exhibit and a full week of activities. Larry saw this as an opportunity to develop new work designed for a European market with considerations for size and price points. The designs are a continuation of aesthetic elements that have been emerging in his work for the past 20 years.

MEET THE RETAILER:



TRUE KENTUCKY

After being a "victim" of corporate downsizing in 1999, Annette Howlette decided to follow an idea that had been in the back of her mind for a long-time, the idea of opening her own business. "When the opportunity came along to lease a former grocery store location in historic Glendale, I knew that fine Kentucky crafts would be the core of my business," Annette says proudly. Along with a small selection of antiques, True Kentucky now offers the work of around 300 Kentucky artisans.

After four years in that original location, Annette moved her business further south on Main Street to a new building that was designed and built by her husband, Leon, which, more than doubled her retail space. The new location uses features common to early 20th century general stores, including an open mezzanine and central staircase. Upstairs includes a 2-D gallery area with one section devoted to Leon's fine art black and white photography.

The tiny town of Glendale draws visitors from all over the world. Its proximity to I-65, Louisville, and Fort Knox brings a diverse crowd of shoppers throughout the year. Annette says she is delighted to share the talents of Kentucky's finest artists and craftspeople with the many visitors to True Kentucky. She has been a nominee for the Top In-state Retailer Award every year since her store opened.

SAVE THE DATE !

Next year's Market will be our 25th. Please reserve March 1 -2, 2007 to come to Louisville to help us celebrate our anniversary.

25 YEARS OF QUALITY AND STYLE!